

Figure 1

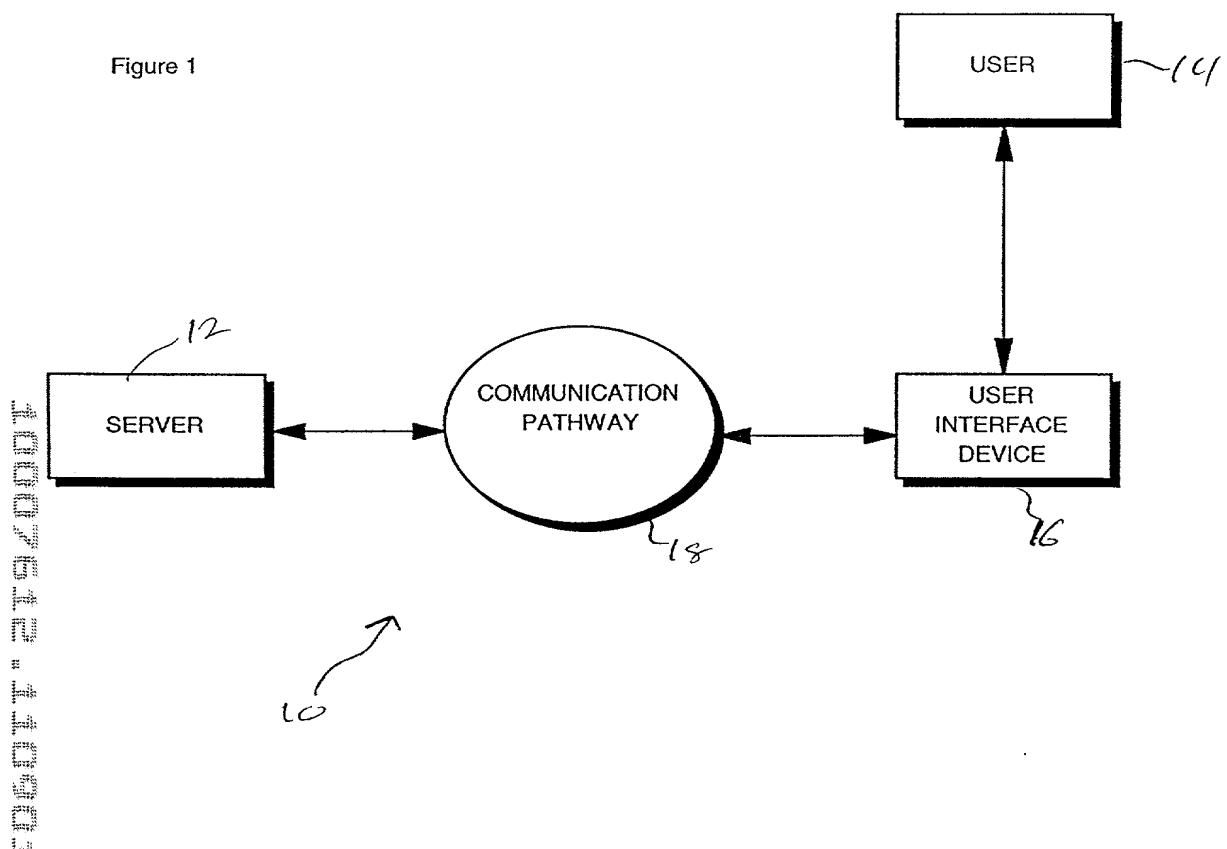


Figure 2

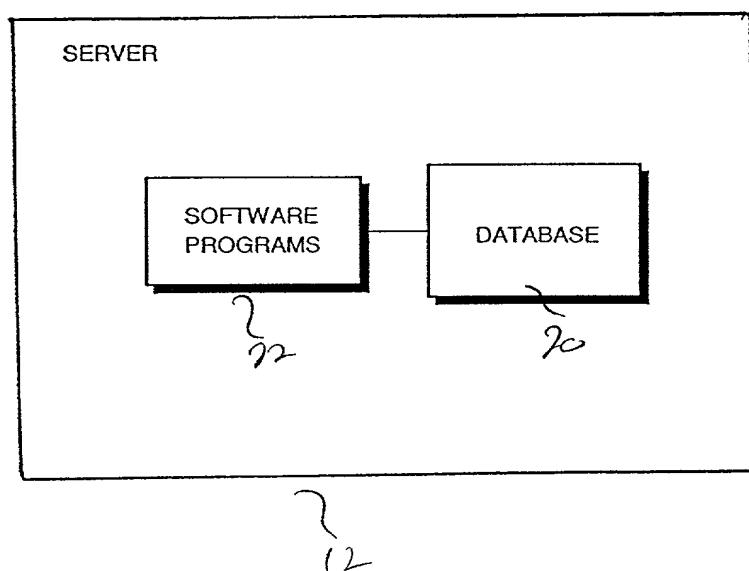
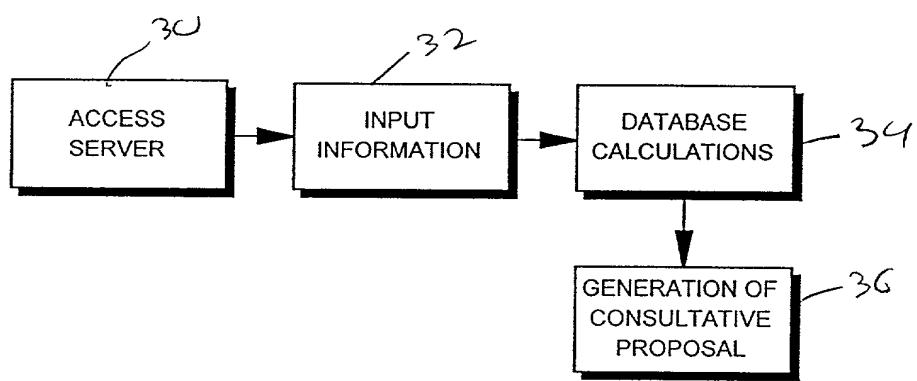


Figure 3





SEARCH BY
Business Needs
Financial Products
Business Services
SOURCES
Financial Tools
Learning Center
Line Applications

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OUT US
BUSINESS MAGAZINE
D BACK



SEARCH BY
Business Needs
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SOURCES
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Line Applications

Custom Solutions for Your Business

Step > **1** **2** **3**

Let's Get Started

Vehicle Management Savings

Find out how you can reduce your company's vehicle expenses. Answer a few simple questions. We'll create a tailored solution for your fleet.

If you have more than 150 vehicles [Click Here](#).

How do you currently acquire your vehicles? (Check all that apply)

Dealership purchase Fleet management company
 Driver reimbursement Other (please specify)

What funding sources has your company used to finance recent fleet purchases? (Check all that apply)

Cash Open-end Operating Lease
 Loan or Credit Line Other (please specify)
 Closed-end lease (mileage and term limitations)

What resources do you use to dispose of your company's vehicles at replacement? (Check all that apply)

Dealer trade-in Fleet management company
 Driver purchase Other (please specify)
 Wholesale/Auction

What types of vehicles do you have in your fleet? (Check all that apply)

What types of vehicles do you have in your fleet? (Check all that apply)
[Find Out More](#)

Compact car SUV
 Midsize car Small pickup
 Fullsize car Fullsize pickup
 Luxury car Van
 Minivan

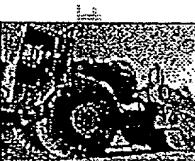
Figure 4



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Custom Solutions for Your Business

Step >

Continue answering questions below

Vehicle Management Savings

Vehicle type	How many do you have of each?	How many miles are driven each year?	How often do you replace them?
SUV	<input type="text" value="42"/>	<input type="text" value="30,000 Miles"/> <input checked="" type="checkbox"/>	<input type="text" value="42 Months"/> <input checked="" type="checkbox"/>

Does your company have a program in place to control fuel expenses?
[Find Out More](#)

Yes No

If yes, what program(s) do you use? (Check all that apply)

Cash / Credit card / Driver expense reimbursement
 Electronic universal fuel card / Oil company card

Does your company have a policy in place to control vehicle maintenance expenses?
[Find Out More](#)

Yes No

If yes, what program(s) do you use? (Check all that apply)

Local service station relationship
 Driver expense reimbursement
 Comprehensive maintenance management program
 Other

Who approves maintenance?

Centralized from branches or regional offices
 Decentralized from branches or regional offices
 Driver managed
 Other

In order for us to calculate the appropriate lease and tax implications specific to your business, please enter your state for your headquarter location.

[back](#)

Figure 5

Figure 6



Keyword Search

Custom Solutions for Your Business

Step >

Here are your vehicle savings

Vehicle Management Savings

Below is a summary of your vehicle management savings based on the information you provided. Click "view full report" to see your complete savings analysis, or click on the expense category to view specific savings recommendations.

Based on your current fleet profile, you could save \$4,728 annually by implementing these customized recommendations.

Expense Category	Recommendation	Potential Annual Net Savings
Vehicle Acquisition	<ul style="list-style-type: none">Buy your vehicles on a Fall/Spring factory.Order schedule and save 4% – 8% on the capitalized cost of the vehicle.	\$320
Financing	<ul style="list-style-type: none">Lease to help improve your cash flow and free up capital to invest in your business.Maximize tax advantages by leasing instead of purchasing.	
Maintenance	Use a maintenance management program to: <ul style="list-style-type: none">Control repair costs.Access discounts at major vendors.	\$2,294
Fuel	Implement a fuel card program to: <ul style="list-style-type: none">Control card use (you set the parameters).Monitor and consolidate expenses on one bill.	\$1,299
Registration	<ul style="list-style-type: none">Outsource the administrative process of registering vehicles.Increase the productivity of your staff.	\$336
Vehicle Resale	<ul style="list-style-type: none">Establish a replacement policy to optimize resale returns (based on GE's vast historical database).Leverage GE's national wholesale network of auctions and brokers.	\$480
Potential Annual Net Savings		\$4,728

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[view full report](#)

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[check](#)

These reports are viewed using Adobe Acrobat Reader® v4.0. If you do not have it installed on your PC, please download it now.

[Get Acrobat Reader](#)

These cost savings are estimates and may vary with your particular usage requirements. The information contained in this proposal is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

Figure 7

Consultative Solution

- Your Current Fleet Profile
- GE Recommendations
- Product and Service Information

Figure 8

- Recommendations are based on evaluating the whole vehicle life cycle. They incorporate our vehicle management expertise as a global leader managing over one million vehicles worldwide.
- By utilizing our vast databases of historical vehicle data, we are able to benchmark your current fleet management and to project estimated cost savings.

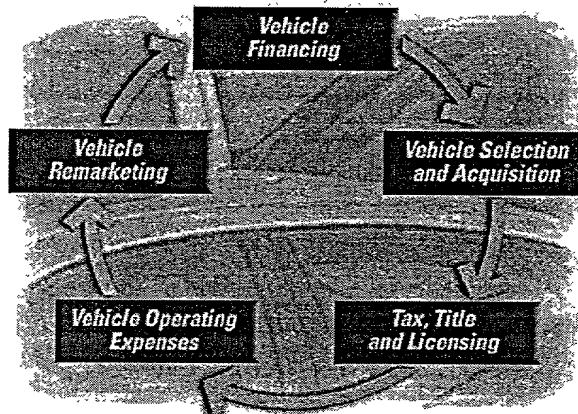


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Financing

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Maintenance

Fuel

Registration

Vehicle Resale

Figure 9

Consultative Solution

Your Current Fleet Background

<u>Vehicle Type</u>	<u># Vehicles</u>	<u>Avg. Miles/Year</u>	<u>Avg. Replacement Cycle (Months)</u>
Fullsize Car	10	25,000	36
Luxury Car	10	25,000	36
SUV	10	25,000	36

<u>Expense Category</u>	<u>Description</u>
Financing	Cash
Maintenance	Maintenance approval: Driver managed
Fuel	No fuel program
Vehicle Acquisition	Dealership purchase Driver reimbursement
Vehicle Resale	Driver Purchase

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Figure 10

Fleet Operations Recommendations

<u>Expense Category</u>	<u>Recommendations</u>	<u>Potential Annual Net Savings</u>
Vehicle Acquisition	Buy your vehicles on a Fall/Spring Factory Order schedule and save 4% to 8% on the capitalized cost of the vehicle	\$4,000
Financing	Lease to help improve your cash flow and free up capital to invest in your business. Maximize tax advantages by leasing versus ownership.	\$35,525
Maintenance	Utilize a Maintenance Management Program to control repair costs and access discounts at major vendors.	\$7,587
Fuel	Implement a fuel card program to control card usage and monitor and consolidate expenses on one bill.	\$7,158
Registration	Outsource the administrative process of registering vehicles. Increase the productivity of your staff.	\$1,948
Vehicle Resale	Establish a replacement policy to optimize resale returns. Leverage GE's national wholesale network of auctions and brokers.	\$6,000
Total Potential Annual Net Savings		\$62,218

Assumptions

GE is able on average to buy vehicles for \$400 less than other channels and GE is able to sell vehicles for \$600 more than other channels (based on market conditions, time of year, type of vehicles, etc.)

These cost savings are estimates and may vary with your particular usage requirements. The information contained in this proposal is made available with the understanding that GE is not providing legal, tax, accounting or financial advice. Consult with your legal, tax, accounting and/or financial advisors if such advice is necessary.

Figure 11

Your Office @ Fleet

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***Your Office @ Fleet* is an online application that helps you manage your fleet from your desktop.**

Vehicle Ordering

Your Office @ Fleet offers the most comprehensive online vehicle ordering tool in the industry with direct links to manufacturers and access to real-time data. You receive up-to-the minute notification of manufacturer changes, ensuring each order complies with manufacturer requirements. Access the Vehicle Ordering System's main menu for:

- Vehicle pricing and configuration – Receive immediate information on pricing, availability and options.
- Ordering options – Build an entire vehicle online; access Rapid Factory Order entry screen for factory orders, replacement orders or duplicate orders; place multiple batch orders online; or generate driver-based paperless ordering.
- Fleet specifications – Compare manufacturer makes and models for more informed buying decisions.
- Order status – Check the order status of your vehicle through delivery.

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E-Mail Fleet Reporting

You will automatically receive reports via email on a monthly basis to help manage your fleet. Your monthly emails will include:

- Invoices and bill details
- Fleet inventory report
- Maintenance and fuel expense summaries
- Over/Under parameter maintenance and fuel exceptions
- Warranty recovery report

View/Update Vehicle

With this tool for daily fleet management, you can:

- View and/or update real-time vehicle information; driver or driver details; recent fuel card transactions; life-to-date maintenance history; and odometer readings
- Add non-leased units to your fleet
- Take a unit off road for services
- Initiate a state or province transfer
- Order new service materials
- Initiate the re-marketing of the vehicle and run its fair market value

In addition, customer communications regarding timely fleet industry news to help manage your fleet are provided online within ***Your Office @ Fleet***.

Figure 12

Vehicle Selection and Acquisition

Using extensive fleet planning tools, GE analyzes your fleet operation and maximizes cost savings throughout the life of your vehicles. Our Life Cycle Cost Analysis will help you understand the fixed and operating costs of every vehicle so you can make informed, appropriate decisions.

Vehicle Specification

- Experienced vehicle selection
- Depreciation rates analysis
- Vehicle options selection
- Purchase timing to minimize depreciation
- Expert up-fitting advice

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Vehicle Order and Delivery

- Convenient, accurate ordering
- North American dealer network
- Vehicles titled and road ready
- Up-fit process managed
- All invoices processed (manufacturer/dealer)

Online Vehicle Ordering

Your Office @ Fleet offers the most comprehensive online vehicle-ordering tool in the industry. Access the Vehicle Ordering System's main menu for:

- Vehicle pricing and configuration information – Receive immediate feedback on pricing, availability and options.
- Ordering options – Build an entire vehicle online; access Rapid Factory Order entry screen for factory orders, replacement orders or duplicate orders; place multiple batch orders online; or generate driver-based paperless ordering.
- Fleet specifications – Compare manufacturer makes and models for more informed buying decisions.
- Order status – Check the order status of your vehicle through delivery.

Vehicle Title & License and Tax Administration

- Up-to-date tax administration
- Reporting and payment of taxes on your behalf

Figure 13

Open-End Lease

Smart managers now understand that with vehicles what matters to a business is use, not ownership. That's why leasing company vehicles makes so much sense.

GE offers an open end lease with a Terminal Rental Adjustment Clause—a TRAC Lease—for company vehicles. A TRAC Lease lets you choose and use the vehicles you want. A TRAC Lease helps you preserve working capital and decrease costs associated with your company vehicles—and add profit to your bottom line.

Smart Asset Management

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There are many benefits to leasing your company vehicles:

- Lower monthly payments
- No capital is required as down payment, so you have more capital for business investments
- Competitive payments and interest rates make vehicle funding economical
- Level or step-down payment structures give you more flexibility
- Flexible terms allow you to better manage cash flows
- Flexibility to change vehicles (after 12 months) as your needs change
- Tax advantages of leasing versus ownership

Outsource Administrative Tasks

From providing you with monthly billing to handling registration renewal notices, we provide service and convenience through:

- Consolidated billing
- RapidTag™ - a vehicle registration and re-licensing program that saves you time and money
- National Account Program – offers negotiated discounts on the purchase of vehicle products and services nationwide
- Consultation and use of our vast database to assist you in selecting the best make and model vehicle for your business application
- Configuration and coordination of all up-fitting of vehicles as required
- Vehicles are titled and ready to be driven
- GE's expertise delivers higher value
- GE offers a variety of service programs designed to provide expert, low-cost, and convenient assistance in all aspects of fleet management

Figure 14

Lease vs. Corporate Ownership

Estimated Savings Calculations

<u>Vehicle Type</u>	<u>Number of Vehicles</u>	<u>Purchase Cost/Lease Cap Cost</u>	<u>Estimated Net Sales Price</u>	<u>Avg. Replacement Cycle (Months)</u>	<u>NPV for Own</u>	<u>NPV for Lease</u>	<u>Lease Benefit</u>	<u>Annual Benefits</u>
Fullsize Car	10	\$25,575	\$9,500	36	\$16,245	\$12,928	\$3,317	\$1,106
Luxury Car	10	\$33,642	\$13,500	36	\$20,924	\$16,492	\$4,433	\$1,478
SUV	10	\$27,493	\$11,500	36	\$16,154	\$13,246	\$2,907	\$969

Potential Annual Net Savings **\$35,525**

These cost savings are estimates and may vary with your particular usage requirements.

Figure 15

Maintenance Management

The Maintenance Management Program provides around-the-clock and "before the fact" control of vehicle repairs, resulting in lower overall maintenance cost and greater convenience for you and your drivers.

Maintenance Coverage

Our Maintenance Management Program offers your drivers the convenience of a large National Account and Independent Vendor Network. From tires to preventive maintenance to emergency roadside assistance, GE has you covered at every mile with a network of high-quality vendors across North America.

Comprehensive Support, 24 Hours a Day

When drivers need repairs or maintenance, they simply present their Driver's Guide to the National Account vendor. If the amount exceeds the authorization limit, the vendor calls our toll-free 24-hour Vehicle Maintenance Control Center. A GE Technical Advisor will then:

- Access vehicle history
- Review required maintenance with the service mechanic
- Check for recurring problems
- Search for warranty or post-warranty coverage
- Negotiate and validate price
- Authorize appropriate repairs

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Proven Cost Savings

Our Maintenance Management program saves customers millions of dollars each year, averaging more than \$8 of documented savings per vehicle per month. We achieve these savings by:

- Providing our negotiated pricing at National Account Vendors for routine maintenance
- Preventing unnecessary and repetitive repairs
- Negotiating competitive prices on parts and repair
- Recovering post-warranty costs
- Arranging convenient short-term rentals
- Offering total customer support 24 hours a day, seven days a week

Consolidated Billing and Detailed Expense Reporting

We consolidate all maintenance invoices into one monthly bill for your entire fleet, saving you the cost of verifying, processing and paying multiple vendor invoices. In addition, our Management Reporting Package will track and analyze:

- Fixed and variable operating costs for each vehicle
- Exceptions on any vehicle or driver that exceeds your pre-set parameters
- Preventive maintenance overdue by vehicle

You can also access this information via our web reporting tool at *Your Office @ Fleet*.

Figure 16

Maintenance Management Cost Benefit Analysis

This analysis is intended to demonstrate the savings potential of the GE Maintenance Management Program.

Assumptions

<u>Vehicle Type</u>	<u>Number of Vehicles</u>	<u>Annual Miles Per Vehicle</u>	<u>Total Annual Miles Driven</u>	<u>Average Replacement Mileage</u>	<u>Average Replacement Cycle (Months)</u>
Fullsize Car	10	25,000	250,000	74,000	36
Luxury Car	10	25,000	250,000	74,000	36
SUV	10	25,000	250,000	74,000	36

Figure 17

Maintenance

Maintenance Management Cost Benefit Analysis

£ 200

Estimated National Account Costs and Savings (Per Vehicle Type)

<u>Vehicle Type</u>	<u>Cost Per Month (Current)</u>	<u>Cost Per Month (With GE)</u>	<u>Optimal Savings Per Month</u>	<u>National Account Utilization</u>	<u>Savings Per Month</u>
Fullsize Car	\$27.29	\$21.25	\$240.33	\$158.33	\$175.33
Luxury Car	\$27.70	\$21.66	\$242.42	\$160.42	\$177.42
SUV	\$61.45	\$48.12	\$344.5	\$262.5	\$279.5

Estimated Savings Calculations

		Savings		
		Per Month	Total Savings Per Month	Total Savings Per Year
		Per Vehicle		
Potential Savings				
National Account		\$19	\$581	\$6,975
Cost Avoidance		\$7	\$210	\$2,520
Post Warranty		\$1	\$36	\$432
Total Potential Savings		\$28	\$827	\$9,927
Services Fee		\$6	\$195	\$2,340
		\$21	\$632	\$7,587
Potential Annual Net Savings				\$7,587

These cost savings are estimates and may vary depending on your particular usage.

Figure 18

Maintenance Management - Sample Report

7/10

ABC Quality Company
009999-01-01

APR 1997 PER DD 04

VER. 1

Report Analysis	Current Period	YTD	Last 12 months	Fuel Analysis			
				Total Gallons	MPG	C/P G	
PERSONAL MILES	56,998	222,215	652,824	CURR PERI	50,130	21.06	1.25
BUSINESS MILES	998,859	3,558,974	9,400,303	YTD	177,086	21.35	1.26
TOTAL MILES	1,055,857	3,781,162	10,053,127	LAST 12 M O	459,219	21.89	1.27
AVG MILE PER MONTH PER VEHICLE	5.40%	5.88%	6.49%				
SOLDS INCLUDED	2,237	2,036	1,967				
MILES MAY BE EXTRAPOLATED							

Expense Analysis			Total			Per Mile			Per Month-Per Vehicle		
	current period	YTD		current period	YTD		current period	YTD		current period	YTD
VARIABLE EXPENSES											
PREVENTIVE MTC	2,510	11,029	29,069	0024	0029	0029	5.32	5.94	5.69		
Tires	3,403	13,712	44,567	0032	0036	0044	7.21	7.38	8.72		
Mechanical Services											
Policy Adjustment	1,123-	1,652-	4,730-	0011-	0004-	0005-	2.38-	89-	93-		
Brakes	2,214	5,875	16,394	0021	0016	0016	4.69	316	321		
Steering	29	196	1,580	0001	0001	0002	0.06	0.11	0.31		
Suspension	188	267	1,170	0002	0001	0001	0.40	0.14	0.23		
Transm. Esdn	126	1,782	5,956	0001	0005	0006	0.27	0.96	1.17		
Charging System	14	288	2,094	0001	0001	0002	0.03	0.16	0.41		
Cooling System	172	2,118	5,341	0002	0006	0005	0.36	1.14	1.05		
Exhaust		99	2,130	0002	0002	0002	0.05	0.42	0.42		
Engine	432	7,327	10,261	0004	0019	0010	0.92	3.95	2.01		
Ar Cond/vent	230	1,225	6,053	0002	0003	0006	0.49	0.56	1.18		
Alignm ent	196	713	3,393	0002	0002	0003	0.42	0.38	0.66		
Other Mech Svcs	4,234	16,878	57,205	0040	0045	0057	8.97	9.09	11.19		
TOTAL VEH FUEL	2,624	59,856	160,482	0120	0156	0160	26.75	32.23	35.32		
Fuel	62,513	223,351	582,715	0592	0591	0580	132.44	120.27	114.03		
NON-VEHICLE OTHER EXPENSES	15,167	263,203	751,459	0742	0739	0759	159.19	152.51	149.35		
ADMINISTRATIVE EXP											
Depreciation	142,634	567,599	1,535,688	1351	1501	1528	302.19	305.65	300.53		
Interest	29,465	117,904	311,531	0279	0312	0310	62.43	63.49	60.97		
Management Fees	4,072	16,225	39,914	0039	0043	0040	8.63	8.74	7.81		
License & Taxes	23,456	79,687	211,129	0222	0211	0210	49.69	42.91	41.32		
Insurance	136,667	706,666	2,439,994	1294	1869	2427	289.55	380.54	477.49		
Services Fees	6,848	27,408	75,634	0065	0072	0075	14.51	14.76	14.80		
ADM N & REGULATORY FEES	89	385	1,208	0001	0001	0001	19	21	24		
NET ADJUSTMENT ON SALES	7,992-	1,649-	4,628	0076-	0004-	0005	16.93-	89-	91		
TOTAL ADJUSTMENT	35,233	512,208	1,457,746	2156	2005	1529	310.22	315.41	300.06		
OTHER EXPENSES											
Accident Expenses	4,634	28,427	107,843	0044	0075	0107	9.82	15.31	21.10		
Accident Recovery	2,189-	7,412-	31,649-	0021-	0020-	0031-	4.64-	3.99-	6.19-		
Incidental Expenses											
Parking & Storage											
Car Wash	1,196	4,802	15,423	0011	0013	0015	2.53	2.59	3.02		
Tolls											
Other Incidental	123	783	3,192	0001	0002	0003	0.26	0.42	0.62		
Mechanical Rental	1,266	9,042	23,665	0012	0024	0024	2.68	4.87	4.63		
TOTAL OTHER EXPENSES	5,029-	35,541-	118,473-	0046	0094	0118	10.65-	19.14	23.18		
PERSONAL USE CREDITS	190,515-	762,545-	2,267,874-	1804-	2017-	2276	403.63-	410.63-	447.72-		
TOTAL NET EXPENSES	224,890	1,170,930	3,213,522	2130	2831	3197	476.48	576.48	628.87		

DATE 05/07/1997

TIME 21:13 REPORT # MM FEO 050

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Figure 19

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GE Electronic Fuel Card

The GE Electronic Fuel Card Program provides you and your drivers with a convenient credit card for purchasing fuel and monitoring usage. From cars to heavy-duty trucks, the Electronic Fuel Card fits the needs of any type of fleet.

Nationwide Coverage

The GE Electronic Fuel Card is accepted at more than 130,000 fuel locations nationwide, including:

- More than 28,000 diesel fuel sites, with 14,500 offering tractor-trailer accessibility
- 3,400 truck stops with tractor-trailer accessibility, overnight parking and convenience stores

Convenience

- Multiple fuel types (unleaded, diesel, propane, alternative fuels, etc.)
- Point-of-sale transactions
- 24-hour driver support
- Odometer readings are captured and integrated with GE maintenance program data

Security

Driver Personal Identification Numbers (PINs) protect the card from fraud and misuse.

- PIN identifies purchases by driver
- Card may be terminated quickly and easily
- Transaction limitations reduce potential risk
- Effective in "pool" vehicle and contract job applications

Control

Extensive detail is captured on each purchase, giving you immediate control of your fleet expenses.

- Exception parameters are tailored to customer requirements
- Exception reports highlight vehicles operating outside your fleet parameters
- Transaction reports specify fuel type, fuel site, odometer reading, miles per gallon, cost per gallon, non-fuel transactions, etc., by vehicle
- Transactions are consolidated into one monthly bill

In addition, you can access updated fuel records via our web reporting tool at *Your Office @ Fleet*. The web tool makes it easy to:

- Request and cancel cards
- View fuel transaction and exception details
- Update vehicle and driver information

Figure 20

Fuel Policy Cost Benefit Projection Analysis

The most effective way to quantify the savings from the GE Electronic Fuel Management Program is to itemize the various additional fuel expenses your fleet may be experiencing. The following analysis quantifies where a fleet could realize savings based on historical experience within the fleet industry.

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Assumptions

<u>Vehicle Types</u>	<u>Number of Vehicles</u>	<u>Annual Miles per Vehicle</u>	<u>Miles Per Gallon</u>	<u>Gallons Per Fill</u>	<u>Price Per Gallon</u>	<u>Annual Fuel Cost</u>
Fullsize Car	10	25,000	18.3	15.2	\$1.55	\$21,174.86
Luxury Car	10	25,000	17.20	14.80	\$1.55	\$22,529.07
SUV	10	25,000	13.60	19.20	\$1.55	\$28,492.64
Total Number of Vehicles			30			
Dollar Differential on Premium Fuel			\$0.18			
Annual Gallons Purchased			46,578			
Total Annual Fuel Costs			\$72,196.58			
<u>Current Avg. Cost</u>						
Control Item						
Unauthorized Fuel Purchases			3%			
Unnecessary Premium Purchases			20%			
"Other" Items (lunch, soda, etc.)			5%			
Internal Receipt Process (per receipt)			\$0.15			
<u>Item Cost Per Year</u>						
(total annual fuel cost X unauthorized fuel)			\$2,165.9			
(gallons X unnec. prem. X \$ diff. prem.)			\$1,676.82			
(total annual fuel costs X other items)			\$3,609.83			
(# of vehicles X fill-ups X int. rec. processing)			\$425.74			
Potential Total Savings			\$7,878.29			
Services Fee			\$720			
Potential Annual Net Savings			\$7,158			

These cost savings are estimates and may vary depending on your particular usage.

Figure 21

Fuel

Electronic Fuel Card

U.S. GE and Wright Express Partners

↙ 90

- Admiral
- Amoco
- Ashland
- AT
- Williams
- Best (MA)
- BP
- Capital City
- Cenex
- Circle K
- Citgo
- Clark
- Coastal
- Conoco
- Crown
- Diamond
- Erickson
- Exxon
- EZ Serve
- Fina
- Giant
- Gas City
- Gentle
- Gulf
- Hess
- Holiday
- Imperial
- Kenyon
- Kerr-McGee
- Kwik Trip
- Krause
- Mapco
- Marathon
- MFA Oil
- Minit Mart
- Mobil
- MMV
- NCS
- (Stop'n Go - TX)
- PetroSouth
- Phillips 66
- QuikTrip
- Seaco
- Sheetz
- Shell
- Simonson's (ND)
- Sinclair*
- Sun
- Sunoco
- Super America
- Superpumper
- SuperQuik
- Taylor Oil
- Tesoro (AK)
- Texaco
- Total
- Trade Oil
- United
- Unocal 76
- Uno-Ven*

* Electronic roll out in process – Check with Station Attendant.

Figure 22

Fuel

Electronic Fuel Card – Sample Report

23c

GE Capital
Fleet Services

**ELECTRONIC FUEL CARD
SUMMARY REPORT**

*Summarizes
by fuel type
and exception*

FUEL TYPE SUMMARY

	FUEL TRANSACTIONS		FUEL DOLLARS		FUEL GALLONS	
	NUMBER	% OF TOTAL	TOTAL	% OF TOTAL	NUMBER	% OF TOTAL
DST	2	3.77%	32.19	3.47%	29.81	3.44%
SUP	14	26.42%	278.15	29.97%	241.87	27.26%
UNK	9	16.98%	162.52	17.51%	149.10	16.81%
URL	28	52.83%	455.27	49.05%	466.34	52.57%
	53	100.0%	\$928.13	100.00%	887.12	100.00%

EXCEPTION SUMMARY

	FUEL TRANSACTIONS		FUEL DOLLARS		FUEL GALLONS	
	NUMBER	% OF TOTAL	TOTAL	% OF TOTAL	NUMBER	% OF TOTAL
C COST PER TRANSACTION	0	0.00%	0.00	0.00%	0.00	0.00%
D MULTIPLE PER DAY	6	12.00%	24.84	3.45%	25.84	3.81%
F FUEL TYPE	25	50.00%	454.41	63.02%	420.78	62.04%
G GALLONS PER TRANSACTION*	0	0.00%	0.00	0.00%	0.00	0.00%
H AFTER HOURS	3	6.00%	39.54	5.48%	33.33	4.91%
L EXCEED MIN LIMITS*	0	0.00%	0.00	0.00%	0.00	0.00%
M MPG RANGE	11	22.00%	126.00	17.47%	123.92	18.27%
P PRICE PER GALLON*	0	0.00%	0.00	0.00%	0.00	0.00%
S STATE*	0	0.00%	0.00	0.00%	0.00	0.00%
W WEEKEND	5	10.00%	76.25	10.58%	74.36	10.96%

* Denotes future exception possibility

TOTAL TRANSACTION PROCESSED 67

AVERAGE COST PER GALLON \$1.063

Total # of exception transactions plus all transactions within parameters.

Summary of transactions outside established parameters.

Figure 23

Fuel

Electronic Fuel Card – Sample Report

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ELECTRONIC FUEL CARD TRANSACTION REPORT											
GE Capital Fleet Services			INVOICE DATE: 1/01/99 GE UNIT: 0098001 PAGE: 1								
Reference fields as defined by your fleet.			Your level structure sorted up to 6 levels.								
REF ID LEVEL 2 LEVEL 3	5555 GROUP A	ABC ENTERPRISES, INC. GROUP A	LEVEL 4 LEVEL 5 LEVEL 6	INVOICE DATE: 1/01/99 GE UNIT: 0098001 PAGE: 1							
CUST UNIT GE	CUST REF JOHN SMITH	YEAR/MAKE/MODEL 1998 FORD WINDSTAR	PLATE/STATE YY1234MN	VIN 1ABCD123EF4567890						Full VIN shown	
ACCOUNT NUMBER 01234506789104001		PREVIOUS MONTH'S ODOMETER 22713									
DATE	TIME	OIL CO.	ADDRESS	ODOMETER	DRIVER NAME	PROD TYPE	UNIT/GALLONS	COST UNIT	TOTAL COST	MPG	EXCEPTION CODES
11/18/98 11/23/98 11/29/98 12/06/98	12:19 13:49 16:21 15:11	TOTAL AMOCO SUPAMR MOBIL	1234 JOHN ST., EDEN PRAIRIE MN 55346 456 ANYWHERE DR., CHANHASSEN MN 55317 9876 CENTRAL AVE., MINNETONKA MN 55345 789 MAIN ST., EDINA MN 55435	22993 23385 23716 25115	SMITH SMITH SMITH SMITH	UN+ UNL SUP UNL	14.500 20.100 20.400 19.300	1.090 1.010 1.140 0.990	15.81 20.30 23.26 19.11	19.31 19.50 16.23 72.49	F DFW MW
Fuel site name and address.			Odometer readings captured at time of purchase.			Grade of fuel purchased.			Exceptions are highlighted.		
FUEL BILLING TOTALS											
NON FUELING TRANSACTIONS 11/29/98 11/29/98	16:20 16:20	SUPAMR SUPAMR	9876 CENTRAL AVE., MINNETONKA MN 55345 9876 CENTRAL AVE., MINNETONKA MN 55345	23716 23716	SMITH SMITH	MOT TAX	74.300 2.000 1.000	1.056	78.48 4.00 0.13 4.13 82.61		DOW DOW
Non-fuel transactions are highlighted.			Product purchased.								
TOTAL NON-FUEL			TOTAL BILLING								

Exception Codes: A = Asset is off-road - new asset not found*

C = Cost Per Transaction G = Gallons per Transaction*

D = Multiple per Day H = After Hour

F = Fuel Type L = Exceeds Maximum Limit*

M = MPG Range

O = Other: Not Fuel/Oil

P = Price per Gallon*

S = Invalid State*

W = Weekend

* Denotes future exception possibility.

Last update 12/16/98

Figure 24

Fuel

Electronic Fuel Card – Sample Report

24c

GE Capital Fleet Services

Details every transaction outside established parameters.

ABC ENTERPRISES, INC. GROUP A

ELECTRONIC FUEL CARD EXCEPTION REPORT

Page: 101

INVOICE DATE: 01/01/99

FLEET LEVEL 2 LEVEL 3

5555 GROUP A

DATE TIME OIL CO. ADDRESS ODOMETER DRIVER NAME PROD TYPE UNIT/GALLONS COST UNIT TOTAL COST MPG EXCEPT. CODES

11/18/98 12:19 TOTAL 1234 JOHN ST., EDEN PRAIRIE MN 55346 GE UNIT: 0098001 CLIENT UNIT: JOHN SMITH 1998 FORD WINDSTAR 19876 CENTRAL AVE., MINNETONKA MN 55345 ON ROAD: 9/15/97 ISSUED: 9/15/97 22993 SMITH UN+ 14.500 1.090 15.81 19.31 F 11/29/98 16:21 SUPAMR 1234 JOHN ST., EDEN PRAIRIE MN 55346 23716 SMITH SUP 20.400 1.140 23.26 DFW 11/29/98 16:20 SUPAMR 1234 JOHN ST., EDEN PRAIRIE MN 55346 23716 SMITH MOT 2.000 2.000 DOW 11/29/98 16:20 SUPAMR 1234 JOHN ST., EDEN PRAIRIE MN 55346 23716 SMITH TAX 1.000 0.13 0.13 DOW 12/06/98 15:11 MOBIL 789 MAIN ST., EDINA MN 55345 25115 SMITH UNL 19.300 0.990 19.11 MW

Grade of fuel or product purchased.

Exceptions are highlighted.

Your GE unit number referenced.

GE UNIT: 0099001 CLIENT UNIT: POOL UNIT 1999 FORD TAURUS ON ROAD: 8/24/98 ISSUED: 8/24/98

Odometer reading captured at time of purchase.

11/16/98 12:10 AMOCO 1234 ANYSTREET, ORONO MN 55392 GE UNIT: 0099001 CLIENT UNIT: POOL UNIT 1999 FORD TAURUS ON ROAD: 8/24/98 ISSUED: 8/24/98 8865 DOE UN+ 12.600 1.080 13.61 21.57 F 11/23/98 00:00 MOBIL 456 MAIN STREET, NAVARRE MN 55391 9143 BROWN SUP 12.100 1.150 13.92 FH 11/29/98 07:47 MOBIL 456 MAIN STREET, NAVARRE MN 55391 9481 BROWN UNL 15.700 1.010 15.86 W 12/07/98 11:07 SUPAMR 987 ANYWHERE DR., CHASKA MN 55318 99999 JOHNSON UN+ 16.200 1.090 17.66 21.53 FM 12/13/98 00:00 TOTAL 1234 ANYSTREET, ORONO MN 55392 10032 DOE UNL 14.100 0.990 13.96 -70210.43 MW

Fueling site name and address.

Clearly identified exceptions.

Exception Codes:

- A = Asset is off-road - new asset not found*
- C = Cost Per Transaction
- D = Multiple per Day
- F = Fuel Type
- G = Gallons per Transaction*
- H = After Hour
- L = Exceeds Maximum Limit*
- M = MPG Range
- O = Other: Not Fuel/Oil
- P = Price per Gallon*
- S = Invalid State*
- W = Weekend

* Denotes future exception possibility.

Last update 12/16/98

Figure 25

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RapidTag™ Program

The RapidTag™ Program makes certain that the registration renewal for all your vehicles is properly completed and that the renewal license plates, tags and stickers are distributed on time. RapidTag™ eliminates costly penalties, maximizes driver productivity and gives you more time to manage your core business.

One Comprehensive Package

The RapidTag™ Program is the only guaranteed registration program that keeps your drivers on the road. With RapidTag™, re-licensing and re-registration for your entire fleet is handled properly and on time in all 50 states and 12 provinces in Canada. GE will complete all necessary administrative work for you, including:

- Tracking all renewal and re-registration dates for plates, tags or stickers
- Monitoring changes in state/province and county filing regulations
- Settling variances
- Paying correct fees
- Sending tags and plates directly to your designated drivers

One Convenient System

The RapidTag™ system works in four stages, keeping you well informed at every step.

- 90 days before due date: You will receive a renewal list of all your vehicles with any expirations occurring in the next 90 to 120 days.
- 60 days before due date: Your drivers receive an instruction kit, which details specific information (odometer reading, emissions certificate, state/province inspection, etc.) required for re-registration of their assigned vehicle.
- 45 days before due date: If we have not received the requested information, a reminder letter will be sent to the driver.
- 30 days before due date: GE files with the appropriate state/province, county or city Department of Motor Vehicles Division/Ministry for the new tags or plates for your vehicles and pays all fees. Once the renewals are processed, we send the new tags or plates directly to your drivers prior to the expiration date.

Enhanced Productivity

RapidTag™ not only saves you from penalties and tickets resulting from late registration, it helps your operations run more efficiently by:

- Consolidating all re-registration fees into a single, monthly invoice
- Eliminating multiple payments to governing agencies
- Reducing driver reimbursement

Figure 26

RapidTag™ Cost Benefit Projection Analysis

This analysis is intended to demonstrate the savings potential of the GE RapidTag™ license renewal program.

Assumptions

Total Number of Vehicles	30
Vehicles Replaced Per Year	33%
Number of Vehicles Renewed Per Year	20
Value of Driver's Time	\$50 /hr.
Avg. Time to Apply for Renewals	2 /hr.
Value of Fleet Management's Time	\$65 /hr.
Problem Renewals	15%
Fleet Management's Time Per Problem	0.5 /hr.
Avg. Fine	\$50
Internal Cost of "Hot" Check	\$25
Percent "Hot" Checks	25%
Avg. Renewal Cost	\$100

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Renewal Cost

	<u>Current</u>	<u>Rapid Tag™</u>
Driver's Time	\$2,500	\$0.00
Fleet Management's Time	\$97	\$24
Fines and Penalties	\$150	\$0.00
Issuance of "Hot" Checks	\$125	\$0.00
Renewals for 30 Vehicles	\$2,000	\$2,000
Services Fee (\$2.25 Per Unit Per Month)	\$0.00	\$900
Total Cost	\$4,872	\$2,924

Potential Annual Net Savings **\$1,948**

* Assumes fleet administration's time spent on renewals will be reduced to 25% once on RapidTag™ program.

Savings Per Unit	\$97
Savings Percentage	40%

These cost savings are estimates and may vary depending on your particular usage.

Figure 27

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Vehicle Resale

Remarketing Services provides a three-channel approach to selling used vehicles:

- Wholesale
- Employee Purchase Program
- Company Arranged Offer

These sale channels are designed to maximize your sale proceeds in the shortest time possible.

Wholesale

GE picks up the used vehicle and markets it through its national wholesale network of auctions and brokers.

- Full service resale process
- National coverage
- Regional expertise
- Close monitoring of process
- Proven results (net proceeds average 101% Automotive Market Report*)

*AMR using "Clean Condition" adjusted for miles

Employee Purchase Program

Full service process where GE prices the used vehicle at fair market value based on a predetermined pricing formula, takes employee inquiries about the purchase process, and if the employee's offer is accepted, sends the title and bill of sale to the employee upon sale completion.

- Provides ability to obtain the highest resale proceeds
- GE Wholesale Matrix reflects current market conditions
- No cost to lessee

Company Arranged Offer

This customer-driven method gives you greater flexibility in the resale process.

- Lessee proposes a buyer for the vehicle
- GE upon acceptance of the purchaser's offer, completes the sale and sends the title and bill of sale

Figure 28

Summary

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Thank you for undertaking our Vehicle Management Consultation.

Based on your current fleet profile, you could save **\$62,218**
by implementing these customized recommendations
with GE.

To Take Advantage of the These Savings

Contact us in any of the following ways:

1. Call 1-888-335-GESB (4372) to speak with a Specialist (8 a.m. to 6 p.m. EST)
2. Select "Contact Us" on this website: <http://www.gesmallbusiness.com>

After you "Contact Us" a GE Small Business Solutions Specialist will contact you within 3 hours during normal business hours regarding your inquiry.

3. Fill out the on-line credit application and submit it . A GE Small Business Solutions Specialist will contact you within 3 hours during normal business hours.

[\(http://www.gesmallbusiness.com\)](http://www.gesmallbusiness.com)

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